

AASHISH TRIPAATHI

Investment Leader, Strategic Business Growth & Fund Manager

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EXECUTIVE SUMMARY

- **21+yrs** exp seasoned NISM XIX-C certified AIF CAT 2, Private Equity, Fund Management in India and 3+yrs REIT in US markets.
- Specialized in **mergers & acquisitions, market valuation, and financial modelling**, guiding **multi-million-dollar transactions**.
- Specializing in AIF CAT 1, AIF CAT 2 portfolio optimization, value creation, and high-yield investment strategies
- **Cross-border investment strategist** facilitated **US capital inflows into India** and vice versa.
- Expertise in creating **innovative business models, strategic partnerships**, and diversified revenue streams to drive **sustainable growth** and **profitability**.
- Deep experience in **investor relations, securing funding**, and optimizing operational processes for efficiency and quality control.
- **Global Perspective** Ability to compare US institutional practices with India's high-growth market dynamics.
- Proficient in designing and executing **customer-centric initiatives** and **integrating technology** to enhance operational performance and achieve **superior financial outcomes**.
- **Spearheaded the growth** of 3BROS Banquet & Hospitality, expanding from a single location to **60+ franchises**, increasing revenue by **20x**.
- **Stakeholder & C-Suite Engagement** Board presentations, investor negotiations.



STRATEGIC GROWTH & INVESTMENT LEADERSHIP

- **Portfolio Growth:** Expanded portfolio from \$5M to \$250M, achieving above-market revenue gains and securing 20% market share in strategic regions.
- **Structured \$200M+** in real estate investments (JV, AIF, REITs, Direct Buy)
- **Achieved 22%+ average IRR** for investor portfolios through active asset repositioning.
- **Closed \$500M+ in transactions** (sales, leases, acquisitions) across residential, commercial, and mixed-use assets.
- **Private Equity Fundraising:** Raised \$40M in private equity from institutional investors, family offices, and UHNWIs.
- **Strategic Leadership:** Board Member for 5 emerging startup companies, driving strategies that increased gross revenue by 15% and improved margins by 40%.
- **Go-to-Market (GTM) Strategy:** Product launches, sales enablement, and market expansion.
- **Innovative Investment Product:** Created the "Opportunity Zone" investment product, attracting \$250M in assets, 10 institutional investors, and 5 family offices.
- **Start-Up:** Experience in guiding start-ups through strategic planning, acquisitions, integrations, and fundraising, facilitating scalability and profitability.
- **Technology:** Adept at integrating technology into business models for optimized operations, strategic development, and competitive advantage.



CORE COMPETENCIES

- Brand Expansion & Growth
- Investor Relations & Fundraising
- Market Penetration & Sales Strategy
- Revenue Optimization & Profitability
- Strategic Partnerships & Alliances
- International Sales UHNI, HNI
- Board & Stakeholder Management
- Technology Integration & Innovation
- Term Sheet Creation & Negotiation
- AIF CAT2, AIF CAT 1
- HNI Portfolio Management
- Investment Product Development
- Deal Structuring & Underwriting
- Market Expansion & Tier-2/3 Growth



ACADEMICS

- **Executive MBA (Advanced Strategic Management)**
Indian Institute of Management (IIM), Lucknow, India | 2021 – 2022
- **MBA (Finance)**
The Paul Merage School of Business, University of California, Irvine, USA | 2008 – 2010
- **Bachelor of Engineering in Computers**
Gwalior, India | 2000 – 2004



CERTIFICATIONS

- Project Management Professional (PMP)
- NISM XIX C



AFFILIATIONS

- Indian Industries Associations
- Noida Entrepreneurs Association
- Tiger 21 club Seattle
- JP Golf Club Gr Noida
- Angel Investors Club Bellevue
- Association of Corporate Growth Seattle
- Keiretsu Angel Investors Forum Seattle



CAREER TIMELINE

- Sales Engineer: HCL TECH 2004 - 06
- Tech Sales Manager: MITS 2006 - 08
- Enterprise Sales Head: GALANTIS 2008 - 09
- IT Operations Head: STANDARD 2009 – 11
- Director Sales & Invest: BHOOMI 2011 – 16
- VP Sales & Invest: WINDERMERE 2016 – 19
- COO & CMO: 3BROS HOSPITALITY 2020 – 25
- Investments Head: TAVASTRA 2025 - Present